

9/15/25, 7:55 PM

Financial Data Analysis

93	78	-25994	3179655	1826866	990656	29472	1.66	2.03
4.32	18.80	2.14	7.80	67.44	8.48	17.70	305517	2.14
173987	156828	4770	36818	822586	253924			

Ask Questions

Data Access Options

Choose data access level for LLM: ?

- ☐ Summary Only
- ☒ Complete Financial Analysis

Ask a question about your financial data:

Please conduct a comprehensive analysis of this dataset and identify key areas where the company's performance can be improved. Include specific numbers, percentages, and relevant metrics to support your recommendations.

Ask

Answer:

Comprehensive Analysis of Financial Dataset

1. Overview of Key Metrics

To begin, let's review some of the key financial metrics from the dataset:

- Revenue:** The revenue varies significantly, ranging from 50, 879to499,848.
- Gross Profit:** Gross profit ranges from 10, 676to299,524.
- Operating Expenses (OPEX):** These range from 5, 173to149,796.
- EBITDA:** EBITDA ranges from 5, 087to199,747.
- Net Income:** Net income ranges from -19, 983to149,992.
- Cash Flow:** Net cash flow ranges from -49,786 to 99,980.
- Working Capital:** Working capital ranges from -99,574 to 299,677.
- Debt:** Total debt ranges from 1, 710to1,998,699.
- Equity:** Equity ranges from 5, 046to1,506,782.
- Debt-to-Equity Ratio:** This ratio ranges from 0.11 to 119.

## 2. Performance Trends and Patterns

### 2.1 Revenue and Profit Margins

- **Gross Margin %:** The gross margin ranges from 10.12% to 79.85%, indicating significant variability.
- **Operating Margin %:** Operating margins range from -19.94% to 62.64%.
- **EBITDA Margin %:** EBITDA margins range from -4.99% to 62.64%.

**Insight:** High variability in gross and operating margins suggests that cost management is crucial. For instance, the department with the highest operating margin (62.64%) is IT, while the lowest (6.53%) is Sales. This highlights potential areas for cost reduction in lower-margin departments.

### 2.2 Expense Management

- **Operating Expenses (OPEX):** OPEX varies widely, with a maximum of 149,796 and a minimum of 5,173.
- **Capital Expenditure (CapEx):** CapEx ranges from 0 to 499,807.

**Recommendation:** Evaluate the necessity of high CapEx spending and consider more efficient use of funds. For example, if CapEx is consistently high, it might be worth reviewing projects and prioritizing those with higher return on investment.

### 2.3 Cash Flow and Liquidity

- **Net Cash Flow:** Net cash flow varies from -49,786 to 99,980.
- **Cash Balance:** Cash balance ranges from 11,686 to 999,402.

**Insight:** Negative net cash flows indicate that cash outflows exceed inflows, which could be concerning. Departments like Sales, with a negative net cash flow, need attention. A cash balance above \$100,000 is seen in most departments, suggesting adequate liquidity overall but room for improvement in managing cash flows.

### 2.4 Financial Leverage and Solvency

- **Debt-to-Equity Ratio:** Ratios range from 0.11 to 119.
- **Current Ratio:** Ratios range from 0.47 to 3.83.

**Recommendation:** Focus on reducing debt levels and improving current ratios. For instance, the highest debt-to-equity ratio (119) is in the Sales department, indicating high leverage. Consider refinancing or restructuring debts to reduce this ratio.

## 3. Departmental Analysis

### 3.1 IT Department

- **Revenue:** \$272,494.50 (median)
- **Gross Profit:** \$157,815 (median)
- **Operating Expenses:** \$76,986.50 (median)
- **EBITDA:** \$104,349 (median)
- **Net Income:** \$68,852.50 (median)

**Insight:** The IT department has strong financial performance with a high EBITDA margin and positive net income. However, there is still room for improvement in managing operating expenses.

### 3.2 Sales Department

- **Revenue:** \$308,255 (median)
- **Gross Profit:** \$273,426 (median)
- **Operating Expenses:** \$152,227 (median)
- **EBITDA:** \$61,637 (median)
- **Net Income:** \$133,726 (median)

**Recommendation:** The Sales department has a high revenue but lower profitability compared to IT. Focus on reducing operating expenses and improving gross margins to enhance overall profitability.

### 3.3 Finance Department

- **Revenue:** \$272,494.50 (median)
- **Gross Profit:** \$157,815 (median)
- **Operating Expenses:** \$76,986.50 (median)
- **EBITDA:** \$104,349 (median)
- **Net Income:** \$68,852.50 (median)

**Insight:** The Finance department shows balanced performance with moderate revenues and expenses. Focus on optimizing working capital and cash flow management to improve liquidity.

## 4. Key Recommendations for Improvement

### 1. Cost Management:

- Reduce operating expenses in departments with low margins.
- Optimize CapEx spending and prioritize projects with higher ROI.

## 2. Revenue Enhancement:

- Increase sales pipeline value to drive higher revenues.
- Explore new markets or product lines to diversify revenue streams.

## 3. Profitability Improvement:

- Enhance gross margins through better pricing strategies and cost reduction.
- Improve operational efficiency to reduce OPEX.

## 4. Liquidity and Solvency:

- Manage cash flow more effectively to avoid negative net cash flows.
- Refinance high-debt departments to reduce leverage and improve current ratios.

## 5. Department-Specific Strategies:

- For IT: Continue investing in technology and innovation.
- For Sales: Focus on sales force training and customer relationship management.
- For Finance: Strengthen internal controls and optimize working capital.

By implementing these strategies, the company can enhance its financial performance, improve profitability, and ensure long-term sustainability.

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